

## Message Text

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ACTION EUR-25

INFO OCT-01 ISO-00 SWF-02 AID-20 CEA-02 CIAE-00 COME-00

EB-11 FRB-02 INR-10 NSAE-00 RSC-01 CIEP-02 SP-03

STR-08 TRSE-00 LAB-06 SIL-01 SAM-01 OMB-01 XMB-07

OIC-04 EA-11 DRC-01 /119 W

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R 051711Z JUL 74

FM USMISSION EC BRUSSELS

TO SECSTATE WASHDC 7157

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PASS TREASURY FOR UNDER SECRETARY BENNETT AND PELIKAN

PASS EX-IM BANK

E.O. 11652: N/A

TAGS: EFIN, EEC

SUBJECT: WASHINGTON MEETING ON EXPORT CREDITS JULY 10 - 11.

REF: PELIKAN-WENDT TELCON JULY 5

1. FOLLOWING IS A LIST OF DELEGATES FROM THE EC ATTENDING THE  
SUBJECT MEETING:

(1) FRENCH DELEGATION

-- HEAD OF DELEGATION: MR. GUY CARRON DE LA CARRIERE  
MR. GUY NEBOT  
MR. PHILIPPE REMOND

(2) BELGIAN DELEGATION

MR. POLLIARD  
A REPRESENTATIVE FROM THE  
BELGIAN EMBASSY, WASHINGTON

(3) DANISH DELEGATION

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MR. B. RICHNAGEL

(4) NETHERLANDS DELEGATION

MR. LOYEN  
MR. MEIJS

(5) GERMAN DELEGATION

-- HEAD OF DELEGATION: DR. ROLF GERBERTH  
DR. EHRIG

(6) ITALIAN DELEGATION

MR. GIORGIERI OR MR.  
COSENTINO, ITALIAN EMBASSY,  
WASHINGTON

(7) UNITED KINGDOM DELEGATION

-- HEAD OF DELEGATION: MR. ROBERT FELL, C.B.E.  
MR. DEREK C. SMITH  
MR. PETER DIXON UK TREA-  
SURY ATTACHE, WASHINGTON

(8) IRISH DELEGATION

A REPRESENTATIVE FROM THE  
IRISH EMBASSY IN WASHINGTON

(9) COMMISSION OF THE EUROPEAN COMMUNITIES

THE HON. MRS. ARCHIBALD

(10) COUNCIL OF THE EUROPEAN COMMUNITIES

DR. A. CORET, COUNCIL  
SECRETARIAT

THE DELEGATES WILL REPORT TO THE "C" STREET ENTRANCE OF THE DEPART-  
MENT OF STATE SHORTLY BEFORE 10 A.M. JULY 10. THEY WILL BE  
PREPARED TO REMAIN IN WASHINGTON SHOULD THE MEETING CARRY OVER  
TO JULY 11.

2. WITH RESPECT TO POSSIBLE PARTICIPATION IN THE MEETING BY  
CANADA, MRS. ARCHIBALD OF THE EC COMMISSION HAS GIVEN US  
AND THE CANADIAN MISSION IN BRUSSELS THE FOLLOWING MESSAGE:

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QUOTE: THE MEMBER STATES AND THE COMMISSION BELIEVE THAT THE  
MEETING IN WASHINGTON ON THE GENTLEMEN'S AGREEMENT ON JULY  
10-11 SHOULD NOT BE ATTENDED AT THIS TIME BY CANADA BECAUSE OF  
THE LIKELIHOOD OF OFFENDING OTHER EUROPEAN COUNTRIES WHO ARE  
INTERESTED EVENTUALLY IN ADHERING TO THE GENTLEMAN'S AGREEMENT.  
FURTHERMORE, THE MEMBER STATES AND THE COMMISSION FURTHER BELIEVE  
THAT THE PARTICIPATION OF YET ANOTHER PARTY AT THIS STAGE WILL  
SLOW DOWN PROCEEDINGS, WHICH IS A SITUATION WE ALL WISH TO

AVOID. END QUOTE.

3. MRS. ARCHIBALD HAS ALSO GIVEN US ESTIMATES OF THE EFFECTIVE COSTS OF EXPORT CREDITS FOR JAPAN CORRESPONDING TO THE TABLE PROVIDED BY THE EC AT THE MEETING ON EXPORT CREDITS IN BRUSSELS MAY 20. THE FIGURES WERE GIVEN TO THE COMMISSION BY THE JAPAN MISSION TO THE EC IN BRUSSELS, WHICH IN TURN RECEIVED THEM FROM TOKYO. THE FIGURES ARE AS FOLLOWS:

CREDIT PERIOD (YEARS)	3	5	8.5	10
CURRENCY IN WHICH OBLIGATION INCURRED	YEN	YEN	YEN	YEN
OFFICIAL CREDIT FINANCED AT				
PREFERENTIAL RATE				
-- INTEREST RATES (PERCENT)	6.00	6.00	6.00	6.00
-- ASSUMED LENGTH (YEARS)	3	5	8.5	10
-- NORMAL PERCENTAGE OF CONTRACT				
VALUE FINANCED	60.0	60.0	60.0	60.0
PRIVATE CREDIT OFFICIALLY				
GUARANTEED				
-- INTEREST RATE APART FROM GUAR-				
ANTEE FEE (PERCENT)	9.70	9.70	9.80	10.00
-- LENGTH (YEARS)	3	5	8.5	10
-- NORMAL PERCENTAGE OF CONTRACT				
VALUE FINANCED	25.0	25.0	25.0	25.0
AVERAGE INTEREST RATE	7.09	7.09	7.12	7.18
ADDITIONAL BANK CHARGES	--	--	--	--
INSURANCE PERMIUMS (ESTIMATED				
AVERAGE)	0.31	0.29	0.27	0.27
AVERAGE EFFECTIVE COST OF CREDIT				
FOR TOTAL EXPORT	7.40	7.38	7.39	7.45

4. THE EC HAS SUGGESTED THAT IN ADDITION TO NORMAL INTER-  
PRETATION FACILITIES, IT WOULD BE HELPFUL IF AN ENGLISH-FRENCH,  
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FRENCH-ENGLISH TRANSLATOR/TYPSIST BE AVAILABLE DURING THE MEETING  
TO TRANSLATE AND TYPE DOCUMENTS IN BOTH LANGUAGES. FURTHER,  
EC REPRESENTATIVES BELIEVE IT WOULD BE HELPFUL  
IF ANY WRITTEN US PROPOSALS COULD BE MADE AVAILABLE IN FRENCH  
AS WELL AS ENGLISH WHEN HANDED OUT. GREENWALD

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** EXPORTS, CREDIT CONTROLS, MEETING DELEGATIONS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 05 JUL 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** golinofr  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1974ECBRU04932  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D740179-0411  
**From:** EC BRUSSELS  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1974/newtext/t19740774/aaaackxz.tel  
**Line Count:** 159  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION EUR  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 3  
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**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** PELIKAN-WENDT TELCON JULY 5  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** golinofr  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 02 APR 2002  
**Review Event:**  
**Review Exemptions:** n/a  
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30 JUN 2005

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**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** WASHINGTON MEETING ON EXPORT CREDITS JULY 10 - 11.  
**TAGS:** EFIN, EEC, XMB  
**To:** STATE  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005